# US EXECUTIVE APPROVAL FORM

CUSTOMER NAME:
PARTNER/VAD NAME:

SECTION I - Approval Requests:
HQAPP Requests:
    1. 50% discount (35% above store) for incremental users of e-bus suite 2002.

TIER 1 Requests:

TIER 2/3 Requests:

Previously approved requests (include date of approval): none

SECTION II – Deal Summary:

Deal Summary	
Programs	E-Bsuiness Suite Professional user and E-Business Suite Employee User
License Discount	_50_% (ebiz + 35__%)
Support Discount	50__% (ebiz + _35__%)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	
Subset of Users	
Support Options/Holds	
Price Holds	
List License	$200,000
List Support	$44,000
List Comp & Admin	
Net License	$100,000
Net Support	$22,000
Net Comp & Admin	
Net Total Price	$122,000
Price List Used	March 7th 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	40%
Date of Price List for price hold	Not available on contract
When does price hold expire?	May 31st 2004
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	E-Business Suite Profesisonal User E-Business Suite Employee User Time and Labor iRecruitment iLearning
Name of Agreement if applicable	**OLSA 021402 – contractually entitled to leverage until May 2004**

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GOVERNMENT
EXHIBIT
P1024

ORLITE0124721
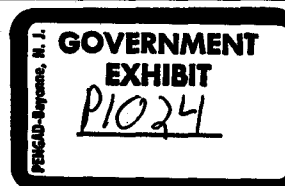
SECTION III - Justification:

Overture is an install account.
It's a very important one locally as the IT Director heads up the Southern California OAUG. They have been a tremendous reference account for us.

Recently they tried to implement iRecruitment and the project didn't go very well – there was a perception of bad quality product and that HR was too new for Oracle – the result was that the HR group started going down a Peoplesoft path. This was a big blow internally for the IT group, we have worked with them since to demonstrate other HR products and prove our maturity and stability in HR and expalined that iRecruitment happened to be the newest one

We need to extend an offer that is deeper than their contractual hold as a sign of good partnership to the HR group. This has been positioned as a once off deal and doesn't change their 40% hold for other transactions. We been told that this will keep Peoplesoft out.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Siobhan Ryan, Matthew Renner*
Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

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PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	May 29th 2003
Opportunity I.D. (OSO Number):	1027172
Is this a ship order?	__X__ Yes _____ No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____Yes __X__No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____Yes (specify non-supported license type and eBusiness license type used to determine conversion) __X__ No
Quote Valid Through (insert date):	May 31st 2003
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	____Yes _X__No ____Applications Affiliate Fee ____ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	__X__ Yes _____ ' No
PREMIUM SERVICES:	_____ Yes _____ No
INCIDENT PACKS:	_____ Yes _____ No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	____Yes _X__No
Payment Terms:	____Net 30 __X_ Other (Specify)__OFD__X_____
Referenced Agreement:	___ New OLSA Other (Specify) __V 021402__

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Overture Services Inc
Business Address:	74 North Pasadena Ave, 3rd floor
City / State / Zip:	Pasadena, CA 91103
Customer Contract Admin:	Brandon Behrstock
Phone #:	626-685-5736
Fax #:	626-685-5601
E-mail ID:	brandon@overture.com
Billing Contact:	Brandon Behrstock
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log) Non-Exempt X__
Shipping Contact:	**Brandon Behrstock**
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	**Brandon Behrstock**
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

v.1   Page 5

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Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	_____%
Education Revenue:	$_____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make: Sun Sparc
OS: Solaris
PROGRAMS: E-Bsuiness Suite Professional and Employee Users

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Applications	
Will applications be modified:	___ Yes X___ No
Will users be accessing modified Apps from the web:	___ Yes X___ No
Have all prerequisites been included:	__X__ Yes ____ No
Will users use Fast Forward RPM:	___ Yes X___ No
Will applications be hosted:	___ Yes X___ No
Indicate database that Apps will run on:	9iEE
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Siobhan Ryan
Technology Sales Manager	Amanda Carpenter
Account Manager	
iSD Rep	Ryan Flynn
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) __X__ No
Requester:	Name: ____Siobhan Ryan_____ Business Telephone: _310-656-2028_____ Cell Phone: 310-251-9085